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OUR GOODS ..WELCOME..

Manufacturer
Talks of Trade
with
South America

"If the business done by all manufacturers in the United States with their customers in South America has increased in the last eight years as ours has it is a matter of about one more decade when American-made goods will have displaced all others in that continent," said a maker of vehicles in New York, after he had read a cable order from a South American customer for enough carriages to keep his factory running night and day for six weeks to come.

"The newspapers have said much for a score of months or so about the increase of American exports to Europe; they have told wonderful true stories of how we are competing with England in English markets, with France in French markets, with Germany in German markets, but hardly a word has been said until very recently about our advance in the markets of South America and our victorious competition there with England, France and Germany.

"It is a fact that ploughs are being shipped by the trainload from Moline, Ill., to South America, and that a steamship company whose vessels ply between London and Buenos Ayres has contracted for every inch of its space which will be available for the transportation of American heavy machinery for a year to come.

"A certain importing firm in South America has a standing order with a United States firm for a certain number of thousands of shovels to be

shipped every month, yet the demand is so great that a special order for 12,000 more, to be shipped at the earliest moment possible, was received by cable a few days ago. These orders formerly, and not so many years ago, went to England, France and Germany.

"I have been informed by our agents in South America, who handle many and various lines of goods, that this trade has been transferred from England, France and Germany to the United States because of the superior excellence of American goods, the quickness with which they can be delivered and their comparative cheapness.

"The sale of American products in South America depends upon price, just as it does in England, France, Germany and every other country where the use of American goods is increasing, and the feeling against the United States which is known to exist in certain Latin American countries disappears when it becomes a matter of dollars. When an article is desired it is bought where it can be had for the least money, no matter where it was made.

"Moreover, the fact that it is of American manufacture gives it a reputation for excellence which similar articles made in other countries do not have."

The late Bishop Whipple's diocese contained 20,000 Indians, and it was his self-imposed task to keep in frequent communication with all of them.

NEW USE FOR ZEBRAS

To Replace Horses in African Transport Service

The British war department has determined upon introducing zebras into the army in Africa for military purposes to take the places of horses and mules of which there is an ever increasing shortage. Experiments which have been made with these animals show that they can be utilized to-day as satisfactorily as they have been in the past by the Abyssinian and others. They will fill the existing needs of the British transport and cavalry services in a way that it would otherwise seem impossible to meet them. It is extremely probable that in the breeding stations to be established in Mashonaland and Somaliland a hybrid animal will be produced for the purpose of cavalry mounts by crossbreeding with English hunting stock, it having been proved by experiments that good results can be obtained in this manner.

The imperial zebra, sometimes found as tall as fifteen hands, is a result of breeding the largest average for any of the native African breeds not being over thirteen hands. Zebra and zebra hybrids have been bred in Europe for

over a century and are quite common for harness purposes. In their tame state they are docile and industrious, some of them also being quite fleet, although they do not equal the horse for speed.

Both in his gait and attitudes as in his mode of fighting the zebra differs from the horse.

When reconnoitering, he moves at the trot, holding his head high and flexing his fetlocks.

When running away he canters or gallops, with his head hanging down in a line with his stretched neck. When charging he often carries his head a little to one side, so that he is ready to seize his opponent by the leg.

While the home of the horse was undoubtedly in America, its ancestors having reached Asia across the Behring strait and found a suitable home among the Himalayas, Somaliland was probably the original home of the striped, dun-colored ancestors of the zebras, and in the Somaliland zebra of to-day the principal plan of marking has been preserved almost unaltered.

habitants from their slumbers, and the bugle blast that follows the evening gun, telling the soldiers to turn in, has become a signal for the civilian to go home and go to bed. The average daily number entering the garrison for the purpose of trading and of bringing supplies is 20,000, the great proportion of these daily visitors being Spaniards.

The town contains forty-two schools and three good libraries. The dwellings are small, ill-ventilated, badly drained and not over clean. They are very crowded, as 15,000 people live in one square mile of low houses.

There are no springs of pure water, the great dependence being on rain water collected in cisterns or on water brought from the mainland and sold by peddlers. Prices are high, almost as high as the Sugar Loaf—the peak of the rock.—J. Ronald Wallingford in Ledger Monthly.

Gold in Kansas Shale.

Professor Ernst Fahrig, chief of laboratories of the Philadelphia Commercial Museum, gives the result of a test made by him of the shale found in Ellis and Trego counties of Kansas, which is believed to contain gold in paying quantities. The test comprises three mill runs, in which gold was secured to the amount of \$2.35, \$2.56 and \$3.07, respectively, by the electrolytic process. Prof. Fahrig visited the shale fields and gathered the sample lots which were used in the above tests. He makes an official certificate of the above tests, and states that he has no doubt of the existence of gold in the great body of these shale lands, and the ore can be profitably worked upon a yield of \$2 per ton.

Hogs Ripened His Whisky

Old Pennsylvanian
Knew the Benefit of
Advertising.

There are but few people who can be induced to believe that there ever was such a drink as "hog-ripened whisky," but among the older generation it would be no trouble at all to secure affidavits that such a beverage was well known in this immediate vicinity, writes a correspondent of the Philadelphia Record from Doylestown, Pa. There was, in the days gone by, in a village only four miles from here, a man who kept a tavern that soon became famous through its proprietor's unique inventions and ingenious contrivances to attract attention to his hostelry. Then, as now, to succeed meant the necessity of being well advertised. In his effort to do something new, "Uncle Billy," as he was called, conceived an invention that was potent in making his tavern the most talked about one for miles around. The result, as known to the patrons of the inn, was some good whisky, of some age, that had been continuously agitated while within the oaken casks within which the drinks were kept for "ripening."

What the curious ones discovered about the invention was this: When they went to see the ripening of the whisky they found a hog pen with a plank floor so balanced as to swing like a big barn scale. There was an open side farthest from the feeding trough, and the sides were fenced.

The way the thing operated was simple enough. The hogs were out in the yard nosing around, when they heard the splash of the feed as it was put in the trough. Naturally, as the weight came first on the side farthest from the trough, that side of the floor tilted down under the swine's weight. When they all got over to the trough that side, in turn, went down. And so the plank floor was rocked back and forth every time a hog went in or out.

Connected with this swinging platform was another one which received equivalent motion, of course, through the medium of a long lever. On this second platform were set the casks of whisky which were to undergo the ripening process. Of course, every time the lower floor rocked, so did the upper likewise, and the whisky was shaken around with every motion.

Naturally, Uncle Billy's hogs were fatter than anybody else's, because they were fed so much oftener. Part of the ripening depended on feeding the hogs, so as to make them rush in through the open door and thus shake the platforms.

It sometimes happens that a bachelor envies a married man almost as much as a married man envies a bachelor.

The population of the Australian commonwealth, according to the latest returns, is 3,775,366.

How a Gusher Flows

Opening of a New
Oil Well
in Texas.

A man who is interested in one of the biggest gushers in the Beaumont oil fields of Texas thus describes how one of the big wells starts:

"We knew some time before the gusher was brought in that what we hoped for was coming. The drillers were prepared for it and had removed their tools from the deep hole. If they had not done that everything in the well would have been thrown into the air. We could hear the throbbings of a great force below. The noise was like the puff of a monster engine, dying away and then growing louder than before. The puffs soon increased to a mighty roar, and we knew that the climax would come soon. I was standing near the well with my watch in my hand. It was exactly 10:25 o'clock on the morning of October 25 when the first substance was thrown out. First there was only sand, as it is called in California, or oil rock, as they term it in Pennsylvania. Then

came a lot of perfect oyster shells, showing that at an unknown time the waters and an oyster bed had been there. It is the more remarkable on account of the fact that the oyster shells were thrown from a depth of 1,000 feet below the level of the sea. After the shells came mud and fragments that had been made by the drilling. We next saw soapstone, and this was followed by a strong flow of gas. Suddenly the action of the gusher died down, but only for a few moments. The same disturbing process was repeated, and then came the oil, shooting out almost horizontally a distance of 250 feet. The pipe was quickly changed to an upright position, and the column of oil, passing through an eight-inch pipe, was 275 feet high. We let the gusher have its own way for five minutes, to test it thoroughly, and then the two valves in the pipe were turned and the flow stopped."

Seek Frost Proof Orange.

For several years the United States has been working to secure, by breeding, a race of oranges resistant to frost. It was proposed by this means to restore the orange groves of Florida, which formerly produced several million dollars' worth of oranges yearly, but were nearly all destroyed by cold a few years ago. Twelve of the new evergreen hybrid oranges, secured as a result of crossing the hardy Japanese form with the Florida sweet orange, have proved to be the hardest evergreen oranges known in the world. Southern nurserymen have pronounced them to be of great value as hedge

plants, entirely apart from their fruit-bearing value. There is great promise, however, that we will ultimately secure a fruit that is hardy and of good quality. Some of the hybrid raisin grapes, produced with a view of securing resistance to a disease known as "coulure," or dropping of the fruit, have borne for the first time. These vines have proved hardy so far and have produced fruit of remarkably fine quality. Some of the vines appear to be resistant to a serious and destructive root disease which has appeared in California, and they may resist the worst of all Pacific coast grape diseases—the so-called "California vine disease."

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